



Quarterly Results 3Q24 Conference Call

October 16, 2024

Forward Looking Statements

The information included in this document contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations and involve certain risks and uncertainties that may cause actual results to differ materially from those expressed in the forward-looking statements.

Factors that might cause such a difference include but are not limited to (i) general business and economic conditions, including changes in interest rates; (ii) cybersecurity breaches; (iii) hurricanes, earthquakes, pandemics and other natural disasters; and (iv) competition in the financial services industry.

For a discussion of such factors and certain risks and uncertainties to which OFG is subject, please refer to OFG's annual report on Form 10-K for the year ended December 31, 2023, as well as its other filings with the U.S. Securities and Exchange Commission. Other than to the extent required by applicable law, including the requirements of applicable securities laws, OFG assumes no obligation to update any forward-looking statements to reflect occurrences or unanticipated events or circumstances after the date of such statements.

Non-GAAP Financial Measures

In addition to our financial information presented in accordance with GAAP, management uses certain "non-GAAP financial measures" within the meaning of the SEC Regulation G, to clarify and enhance understanding of past performance and prospects for the future. Please refer to Tables 8-1 and 8-2 in OFG's Financial Supplement for a reconciliation of GAAP to non-GAAP measures and calculations for the quarter ended September 30, 2024 at www.ofgbancorp.com.

3Q24 Summary

Income Statement	Balance Sheet (EOP)	Capital	Corporate Developments
<ul style="list-style-type: none"> • EPS \$1.00 • Total Core Revenues \$174.1M • NIM 5.43% • Provision \$21.4M • Non-Interest Expense \$91.6M • PPNR \$83.1M 	<ul style="list-style-type: none"> • Total Assets \$11.5B • Customer Deposits \$9.5B • Loans Held for Investment \$7.8B • New Loan Production \$572.2M • Investments \$2.6B • Cash \$680.6M 	<ul style="list-style-type: none"> • CET1 14.37% • Tier 1 Risk-Based 14.37% • Total Risk-Based 15.63% • Leverage 11.12% 	<ul style="list-style-type: none"> • \$2.7M reduced debit card interchange fees due to 3Q24 Durbin effect • Acquired servicing rights late August of a \$1.7B Puerto Rico mortgage loan portfolio

Our “Digital First” Strategy at Work

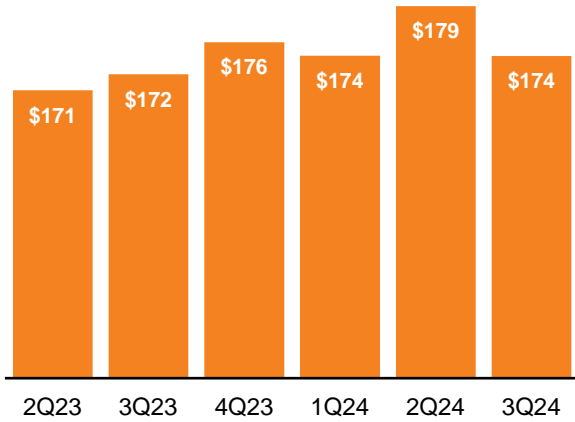
- **Retail Digital/Self-Service Channel Use (3Q24)**
 - 95% of all routine transactions
 - 97% of all deposit transactions
 - 67% of all loan payments
- **Key Drivers (3Q24 vs. 3Q23)**
 - 13% growth in digital enrollment
 - 53% growth in digital loan payments
 - 40% growth in virtual teller utilization
 - 4.57% net overall customer growth
- **Oriental Servicing Portal**
 - First-to-market customer self-service portal with expanding capabilities
 - 3Q24: Used by 30% of total retail clients
- **New & Upgraded Services (3Q24)**
 - Launched the first-of-its-kind debit card in the PR market, offering World Elite benefits exclusively for Elite account holders
 - Fully digital account opening with funding for Elite and existing savings accounts

Exclusivity and unique benefits with your Mastercard® World Elite debit card.

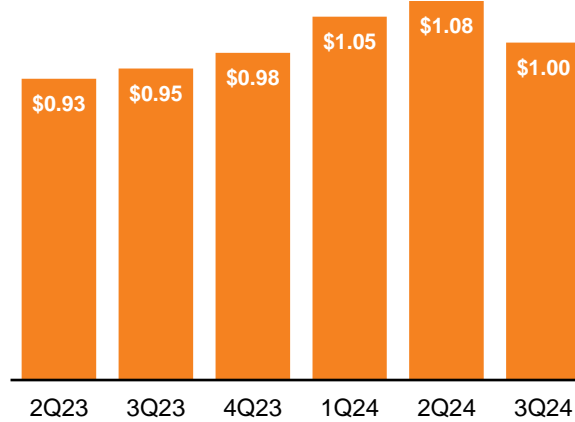


Financial Highlights

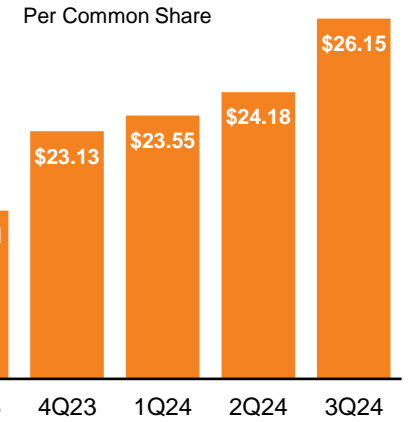
Total Core Revenues (\$M)*



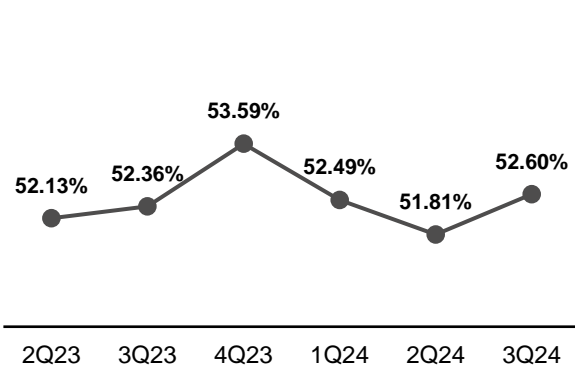
EPS



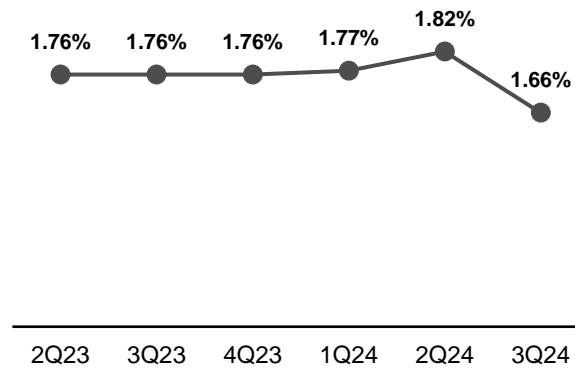
TBV



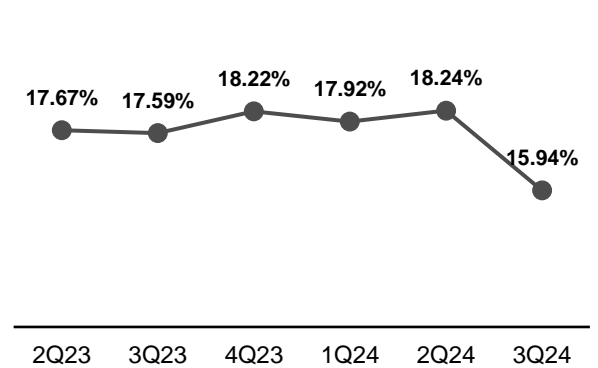
Efficiency Ratio



ROAA



ROATCE

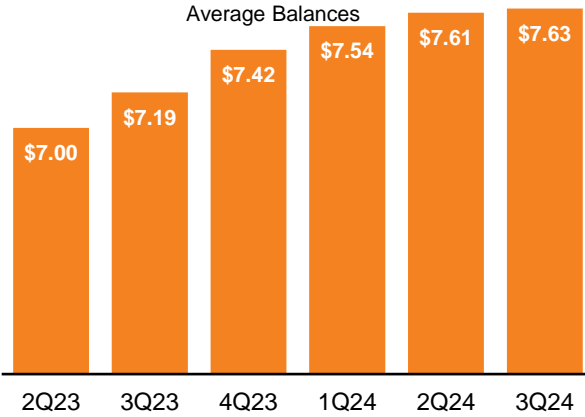


* 3Q24 reflects \$2.7M in reduced interchange fees due to implementation of Durbin Amendment

Operational Highlights

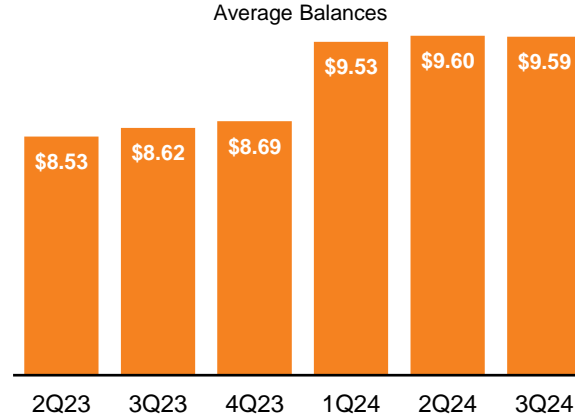
Loans (\$B)

Average Balances

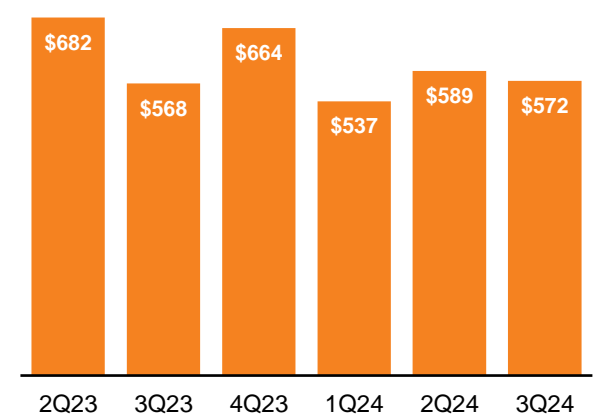


Core Deposits (\$B)

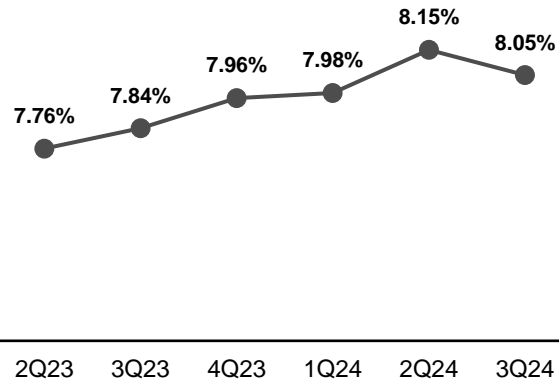
Average Balances



New Loan Origination (\$M)

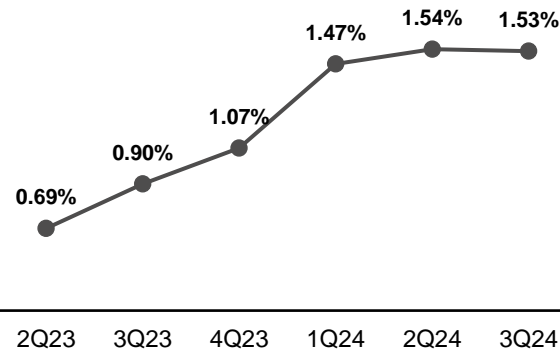


Loan Yield

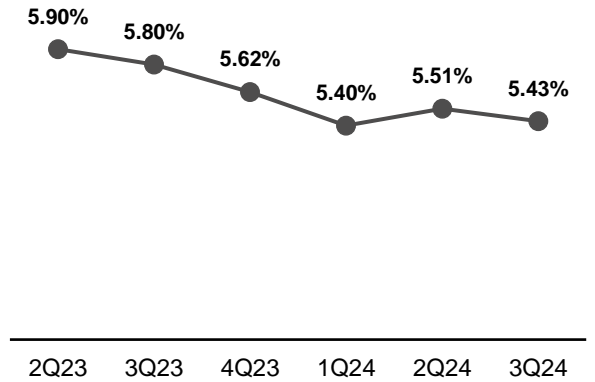


Core Deposit Cost

Includes Non-Interest-Bearing Deposits, Before Fair Value Amortization from Scotiabank Deposits

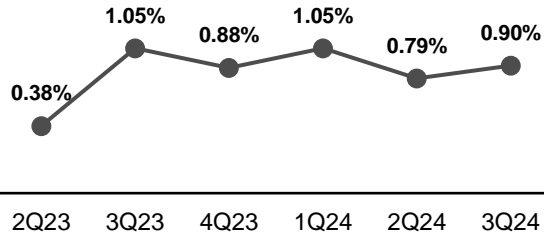


Net Interest Margin

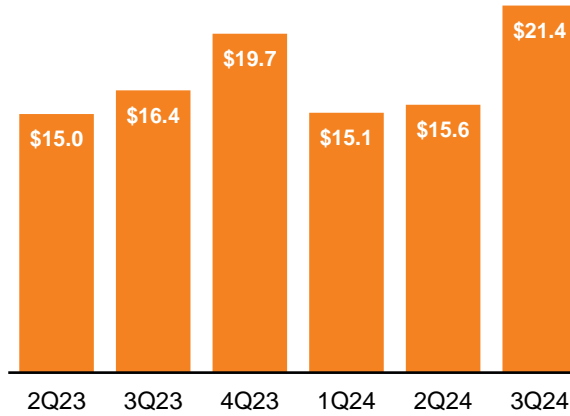


Credit Quality & Capital Strength

NCO Rate

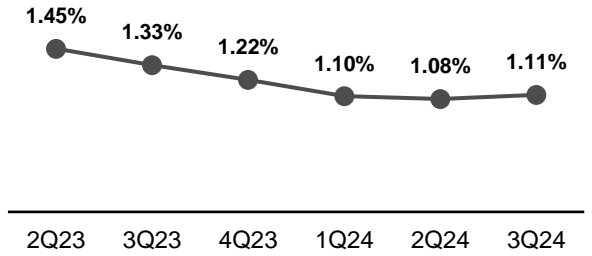


Provision (\$M)

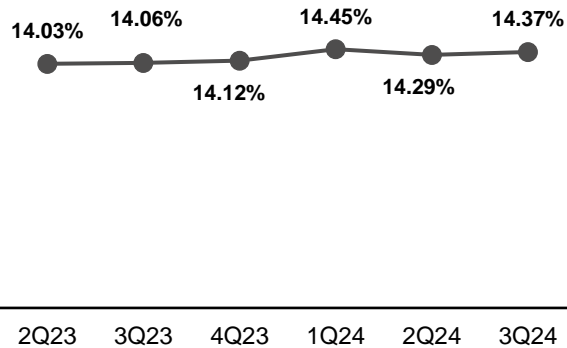


NPL Rate

Excludes PCD Loans



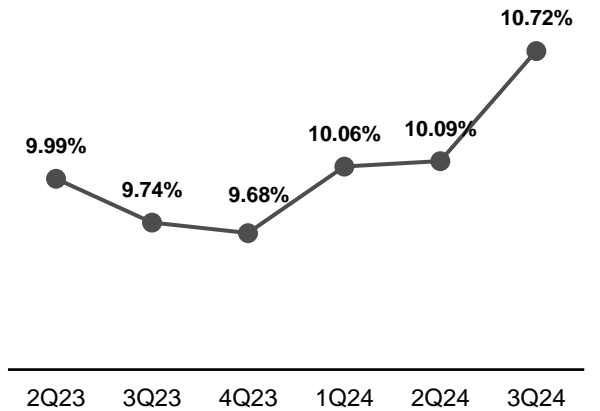
CET1 Ratio



Total Stockholder's Equity (\$B)



TCE Ratio



Outlook

Puerto Rico Macro

- Economy steadily growing
- Wages and employment at high levels
- Start of lower interest rate cycle by Federal Reserve supports financial conditions of businesses and consumers
- Optimistic business environment

OFG

- Well-positioned to grow loans, deposits, and customers
- Consumer credit trends to continue at current levels
- Evolving Digital First strategy to focus on customer experience through personalization
- Continuing to invest in and deploy customer innovations to build our differentiated business model and achieve efficiencies



Appendix

Snapshot (September 30, 2024)

Value Proposition

- Puerto Rico’s challenger bank
- Target specific retail and commercial customer segments
- “*Más Que Listo* (More than Ready) to help you achieve your financial goals”
- Our mission is to make progress possible for our customers, employees, shareholders, and the communities we serve

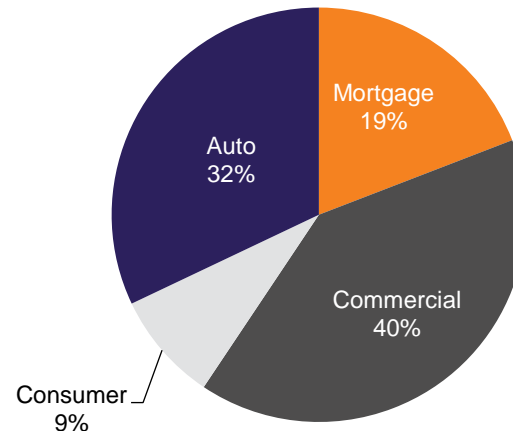
Financials

- Total Assets: \$11.5B
- Wealth Management: \$4.6B AUM
- Mortgage Loan Servicing Portfolio: \$5.6B
- Total Stockholders’ Equity: \$1.3B
- Tangible Common Equity: \$1.2B

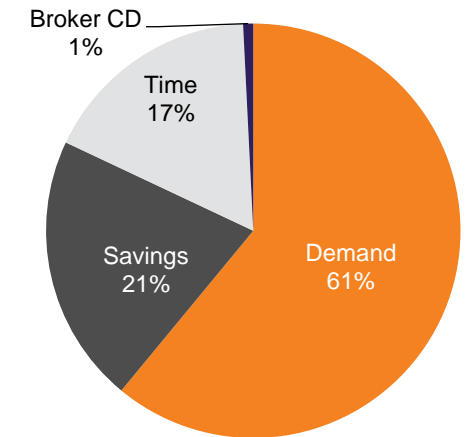
Branches, Kiosks, ATMs & ITMs in All Major PR & USVI Markets

	Puerto Rico	USVI	Total
Branches	42	2	44
Self-Service Kiosks	12	0	12
ATMs	310	12	322
ITMs	35	2	37
Total	399	16	415

Loans (\$7.8B)*



Deposits (\$9.6B)

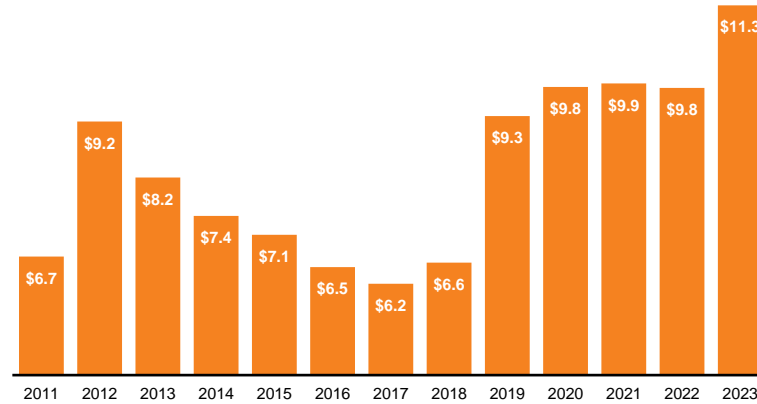


* Loans Held for Investment

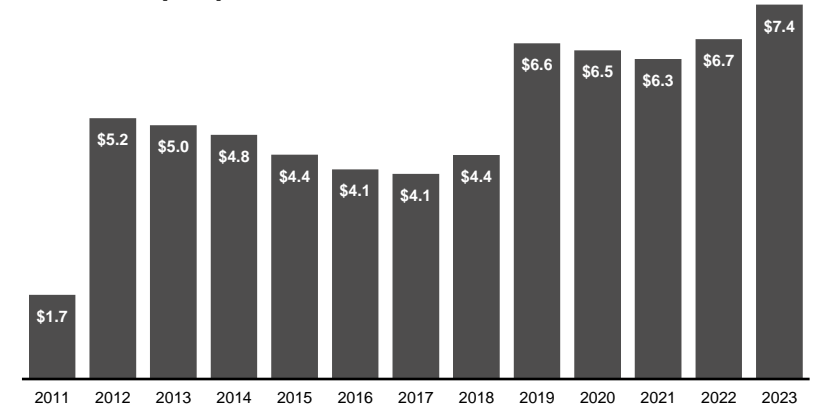
History of Capital Management & Growth

- Organic growth and acquisitions have transformed Oriental into a full-service, island-wide financial institution
- From 2002-2024 to date, OFG's local deposits have expanded 9.6x while the local deposit market has grown 2.1x*
- Key acquisitions: Eurobank (2010), Puerto Rico operations of Banco Bilbao Vizcaya Argentaria (2012), and Puerto Rico and USVI operations of The Bank of Nova Scotia (2019)
- Chart data as of years ended 12/31

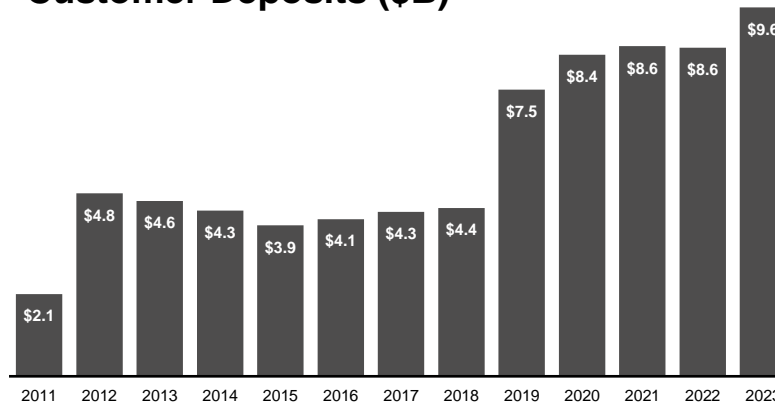
Assets (\$B)



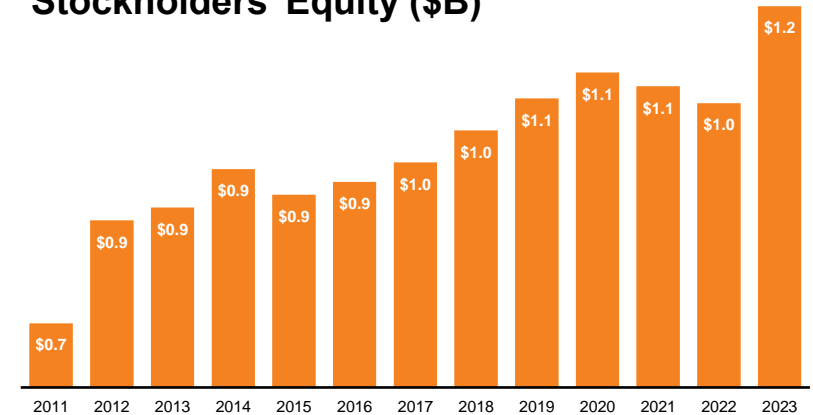
Loans (\$B)



Customer Deposits (\$B)

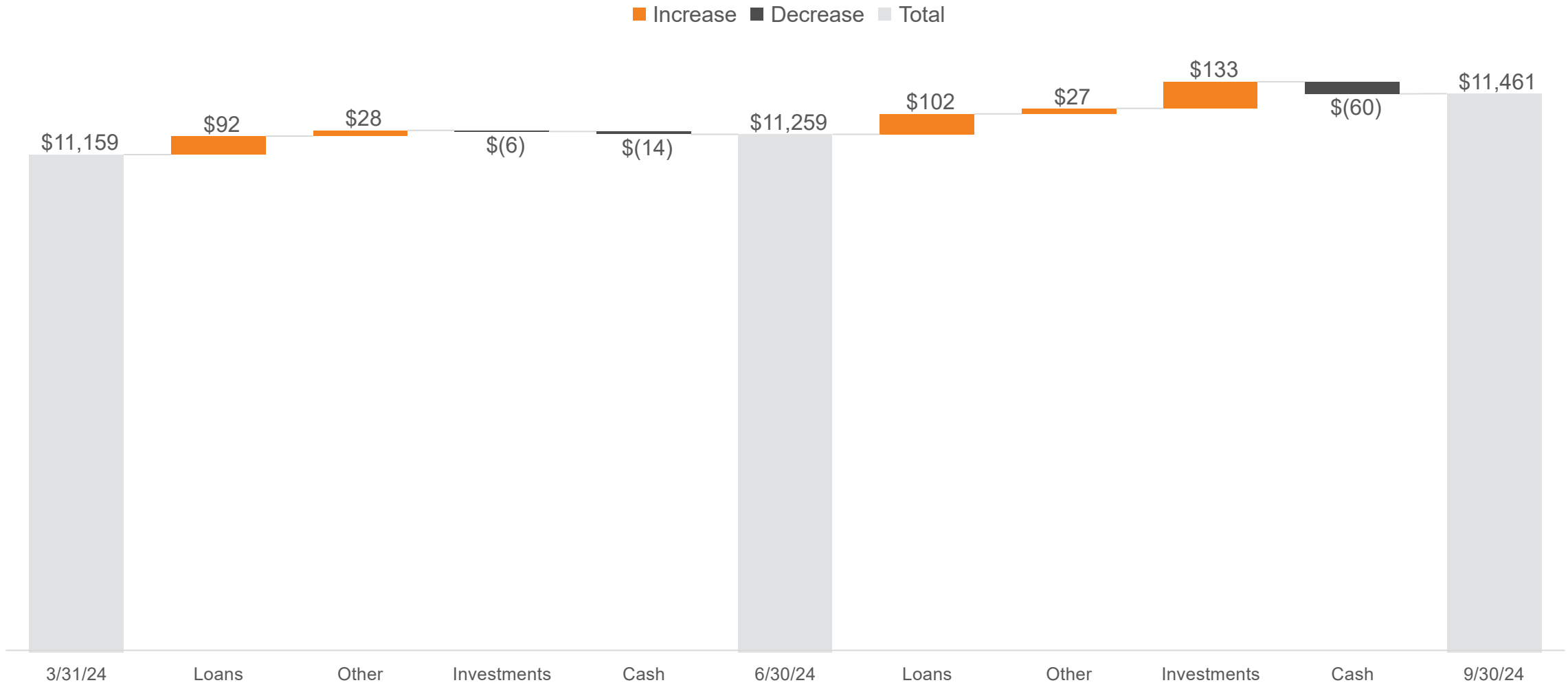


Stockholders' Equity (\$B)

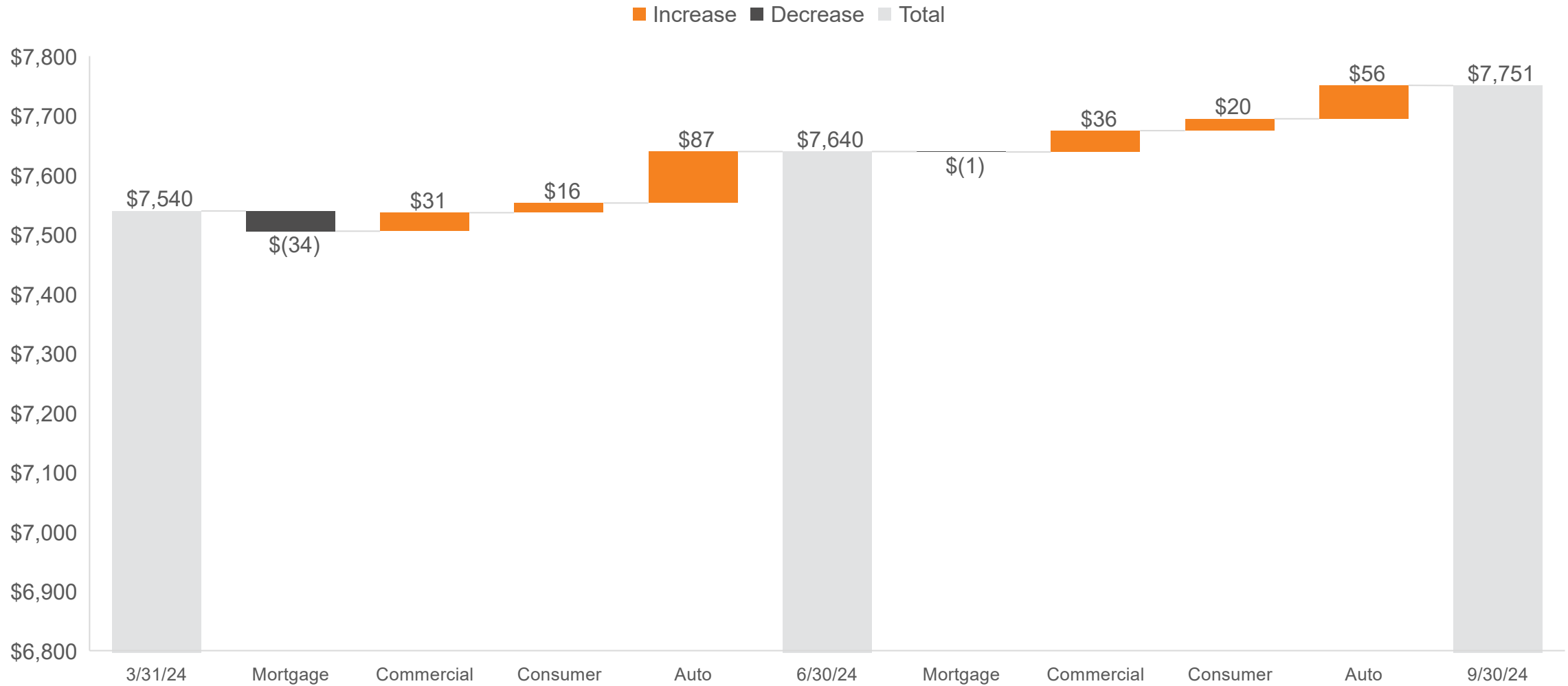


* Source: S&P Capital IQ October 14, 2024

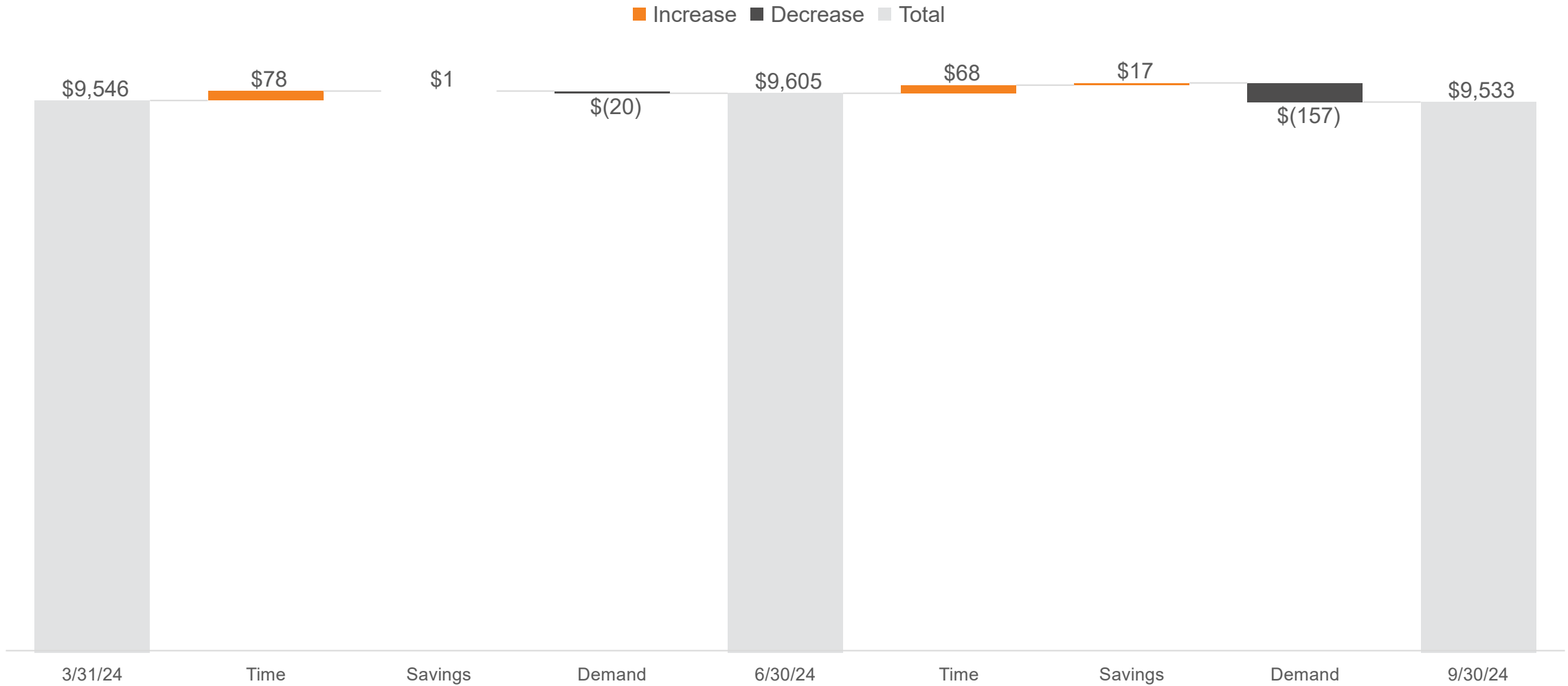
3Q24 Asset Balance Evolution (\$M)



3Q24 Loan Balance Evolution (\$M)



3Q24 Core Deposit Balance Evolution (\$M)

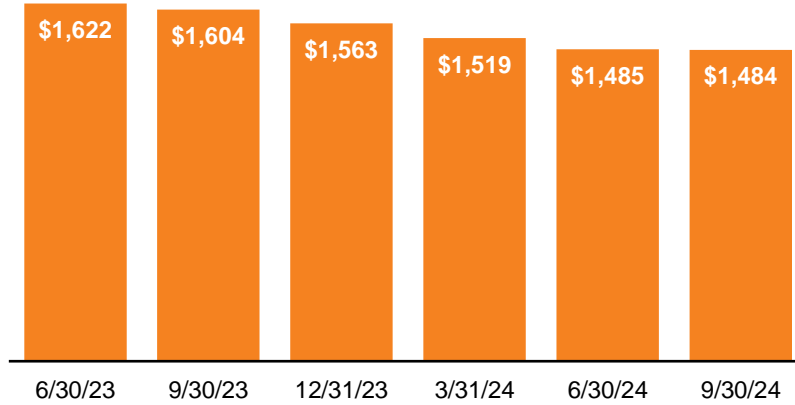


3Q24 Deposit Balance Evolution: Retail vs. Commercial, Ex-Public Funds (\$M)

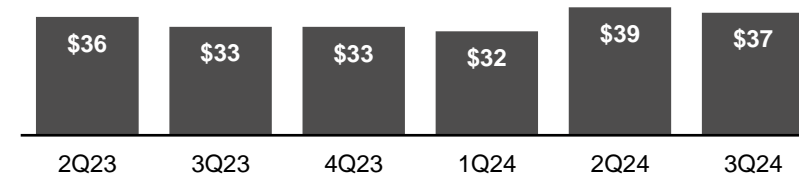


Residential Mortgage Loans (\$M)

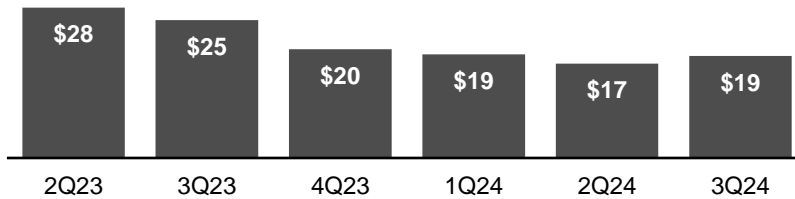
Portfolio



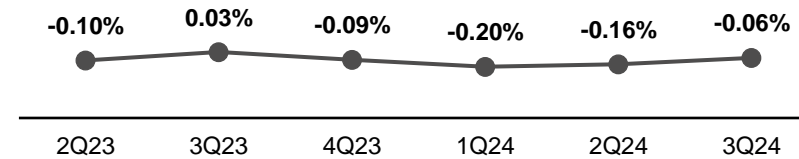
New Loan Origination



NPLs (excludes PCD)

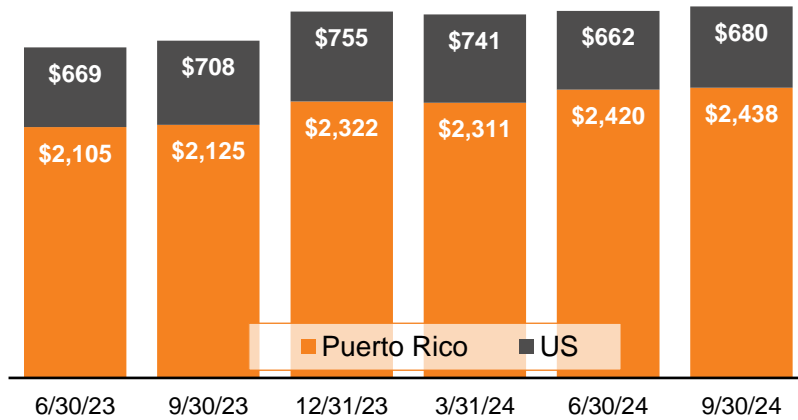


NCO Rate

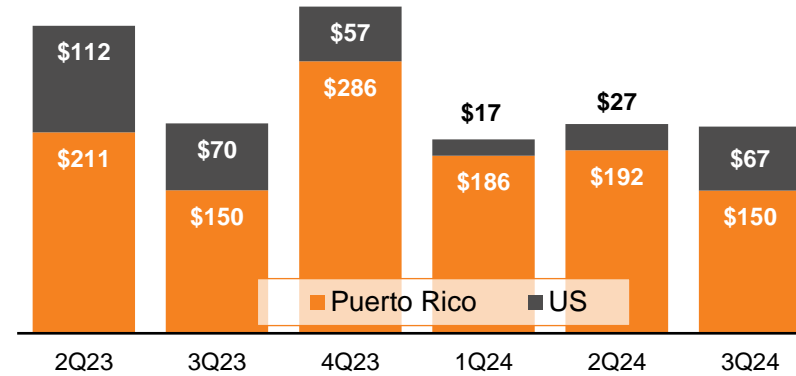


Commercial Loans (\$M)

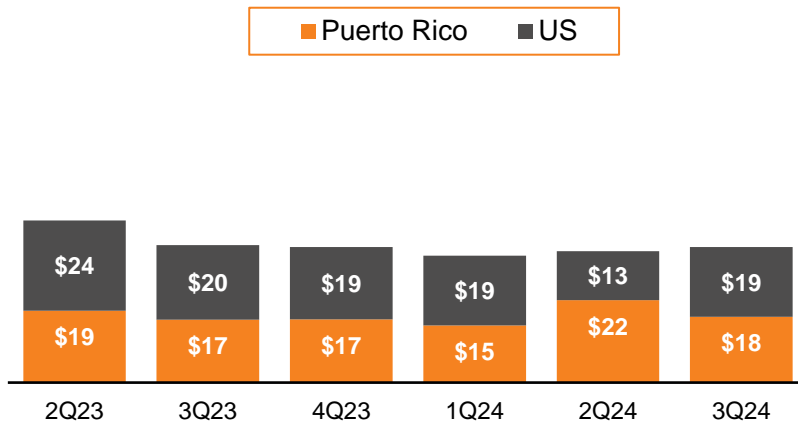
Portfolio



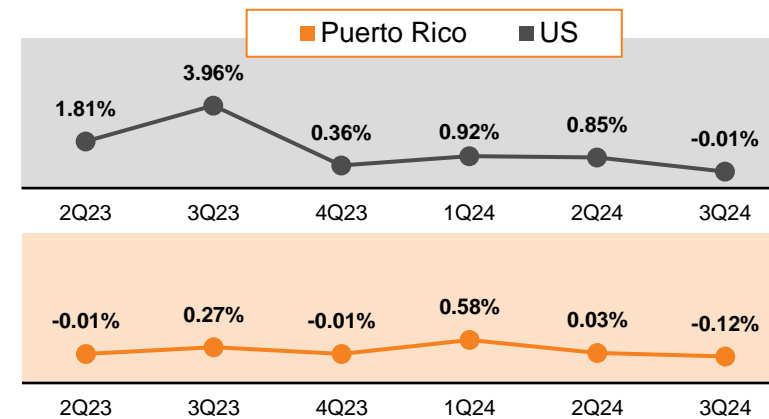
New Loan Origination



NPLs (excludes PCD)

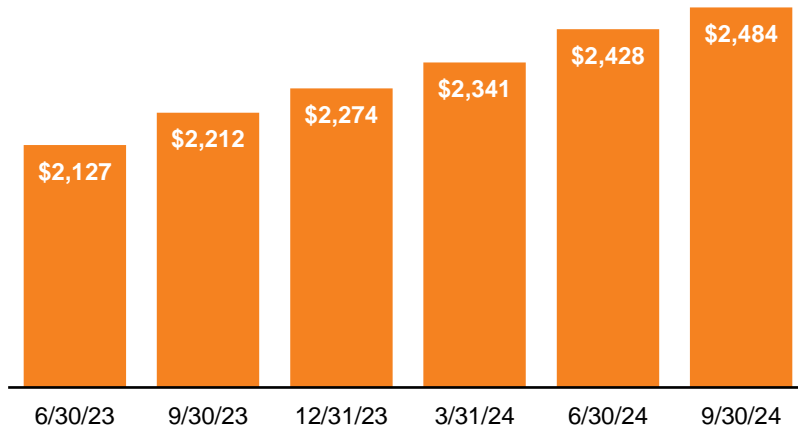


NCO Rate

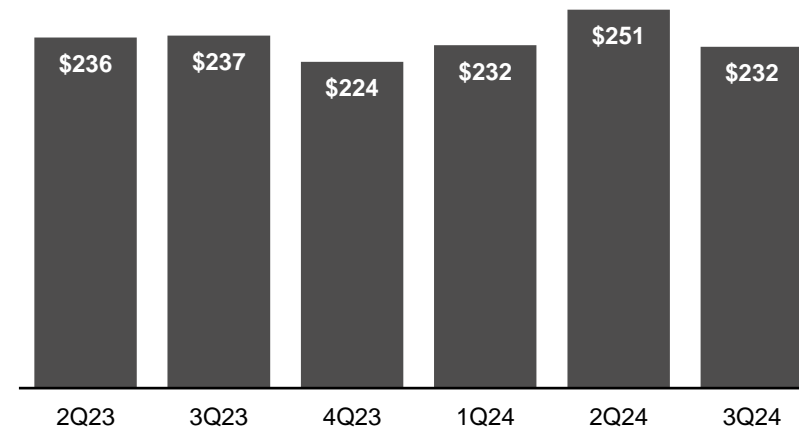


Auto Loans (\$M)

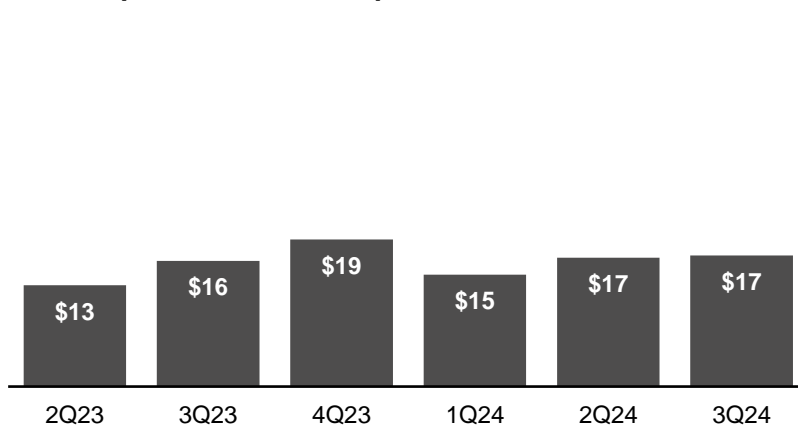
Portfolio



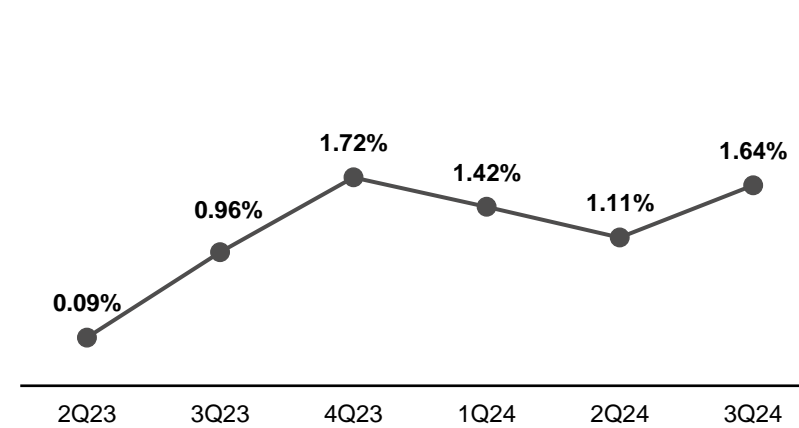
New Loan Origination



NPLs (excludes PCD)

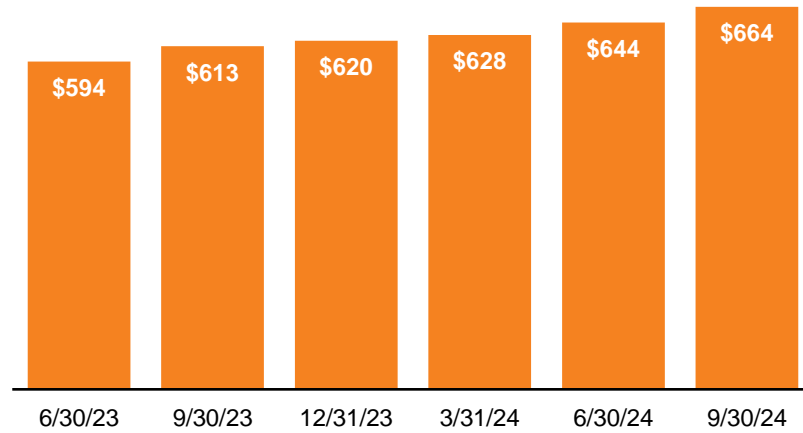


NCO Rate

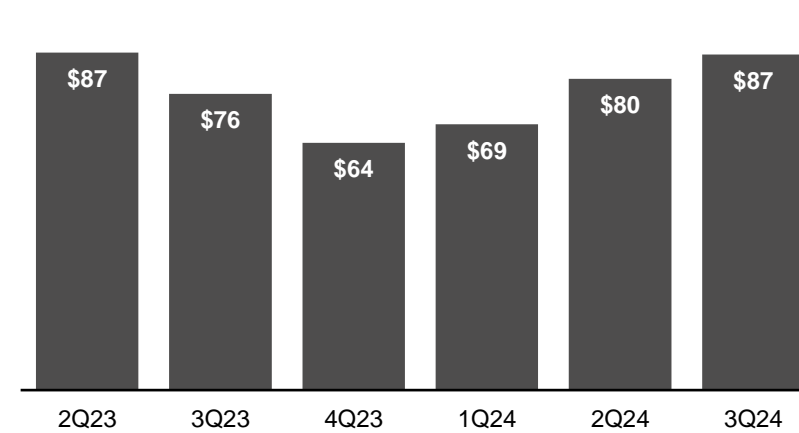


Consumer Loans (\$M)

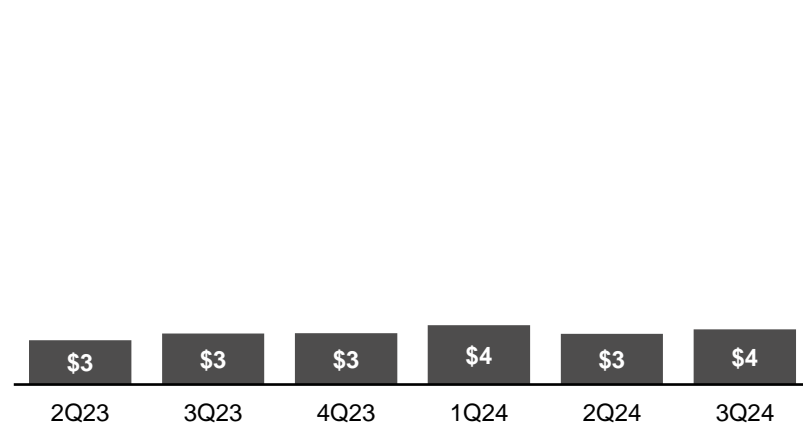
Portfolio



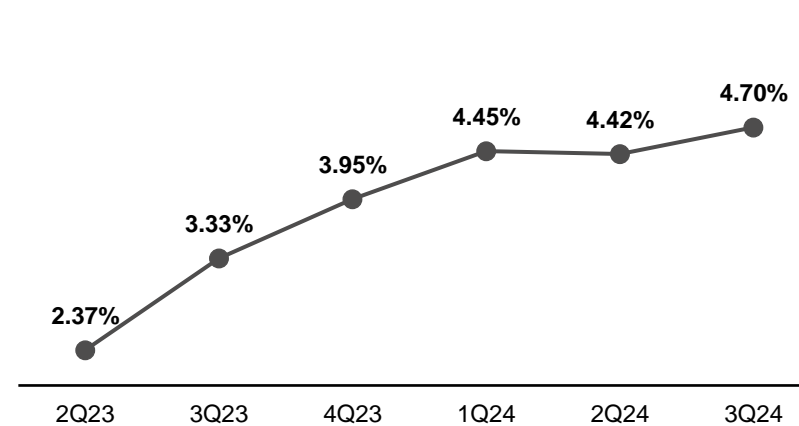
New Loan Origination



NPLs (excludes PCD)

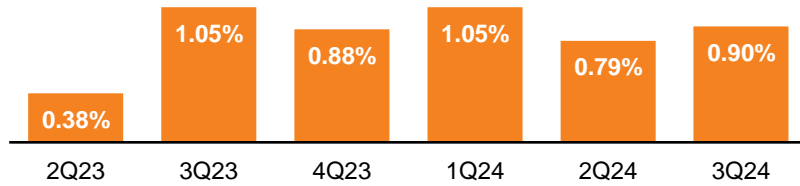


NCO Rate

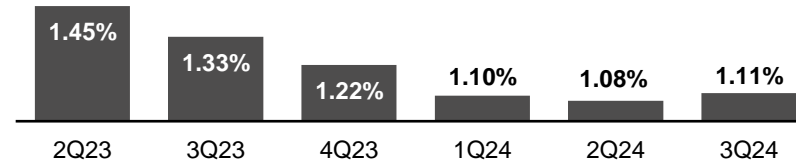


Credit Quality

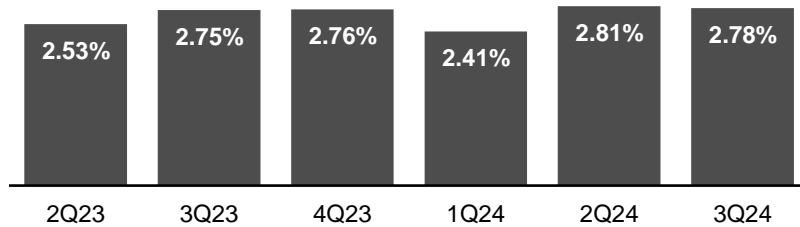
NCO Rate



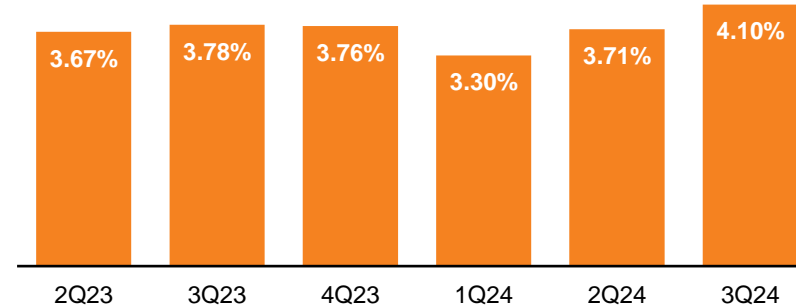
NPL Rate (excludes PCD)



Early Delinquency Rate



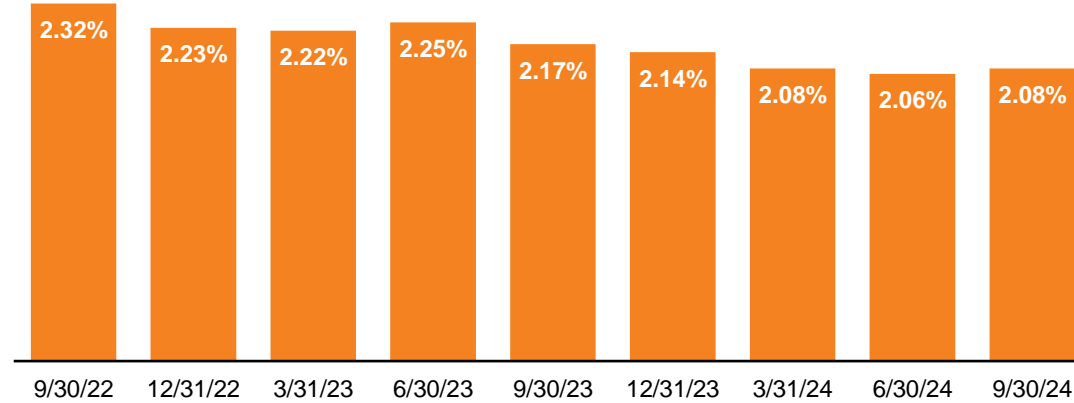
Total Delinquency Rate*



* 3Q24 reflects booking of the GNMA buy-back option program related to the late August 2024 mortgage servicing portfolio acquisition

Reserve

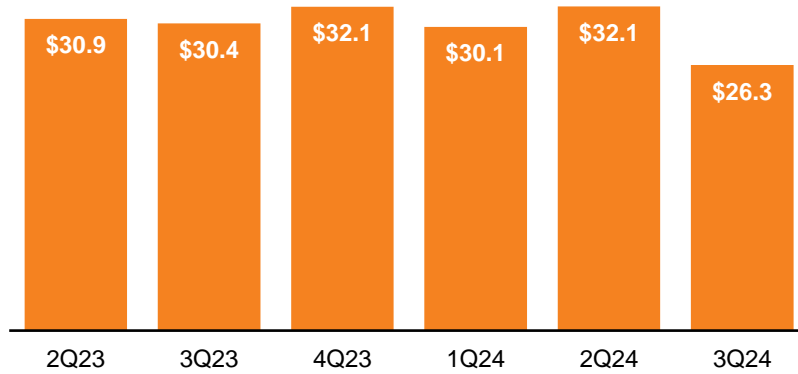
ACL / Total Loans Held for Investment



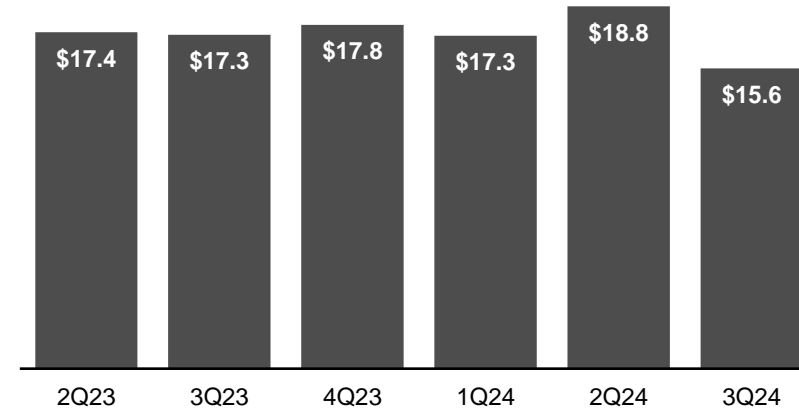
ACL by % of Portfolio	9/30/22	12/31/22	3/31/23	6/30/23	9/30/23	12/31/23	3/31/24	6/30/24	9/30/24
Auto	3.66	3.56	3.43	3.16	3.25	3.23	3.26	3.33	3.26
Commercial	1.60	1.54	1.53	1.80	1.51	1.47	1.26	1.12	1.19
Residential Mortgages	1.22	1.11	1.07	1.05	1.02	0.98	0.94	0.84	0.83
Consumer	4.66	4.33	4.37	4.32	4.32	4.37	4.37	4.57	4.71
Total	2.32	2.23	2.22	2.25	2.17	2.14	2.08	2.06	2.08

Core Non-Interest Income (\$M)

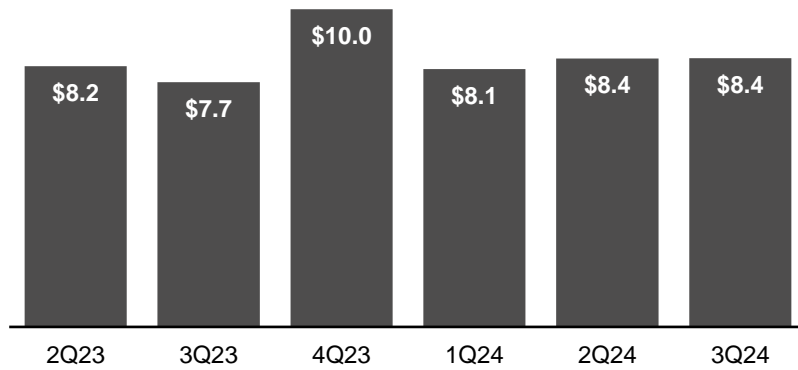
Total



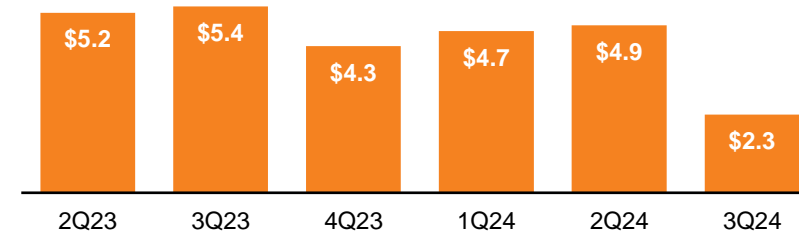
Banking Services



Wealth Management



Mortgage Banking



Capital: Fortress Balance Sheet

Basel III Standardized (\$ in millions except per share)	3Q23	4Q23	1Q24	2Q24	3Q24
CET1 Capital	\$1,124.6	\$1,174.2	\$1,205.2	\$1,223.0	\$1,260.9
CET1 Capital Ratio	14.06%	14.12%	14.45%	14.29%	14.37%
Tier 1 Capital	\$1,124.6	\$1,174.2	\$1,205.2	\$1,223.0	\$1,260.9
Tier 1 Capital Ratio	14.06%	14.12%	14.45%	14.29%	14.37%
Total Capital	\$1,225.0	\$1,278.5	\$1,309.9	\$1,330.5	\$1,371.0
Total Capital Ratio	15.31%	15.37%	15.71%	15.54%	15.63%
Risk-Weighted Assets	\$8,000.7	\$8,317.8	\$8,338.2	\$8,561.5	\$8,772.2
Leverage Ratio	11.03%	11.03%	10.76%	10.86%	11.12%
Total Assets (EOP)	\$10,257.1	\$11,344.5	\$11,159.2	\$11,259.1	\$11,461.4
Tangible Common Equity (EOP)	\$988.8	\$1,088.5	\$1,112.2	\$1,125.7	\$1,217.6
Tangible Book Value Per Share	\$21.01	\$23.13	\$23.55	\$24.18	\$26.15

Income Statement Highlights: 3Q24 vs. 2Q24

\$ in millions	3Q24	2Q24	Δ	Comment
Total Interest Income				
• Cash	\$8.4	\$8.7	-\$0.3	<ul style="list-style-type: none"> • 4% lower average balance & 8 bps lower yield • 3% higher average balance & 12 bps higher yield • 0.3% higher average balance & 10 bps lower yield • 2Q24 included \$2.1M from recovery of a fully charged off loan
• Investment Securities	26.3	24.7	1.6	
• Loans	154.4	154.3	0.1	
Total Interest Expense				
• Core Deposits	37.0	36.7	-0.3	<ul style="list-style-type: none"> • 0.1% lower average balances & 1 bps lower rate • 18% higher average balance & 2 bps lower rate
• Borrowings & Brokered Deposits	3.0	2.5	-0.5	
Total Provision for Credit Losses	21.4	15.6	-5.8	<ul style="list-style-type: none"> • 3Q24 reflected \$18.7M for increased loan volume; \$5.2M for annual update of auto risk drivers, consumer loan loss factors, and extension of cash flows in a PR commercial loan up for renewal; and \$2.7M reserve release due to improved U.S. macroeconomic perspective
Total Banking & Financial Service Revenues	26.3	32.1	-5.8	<ul style="list-style-type: none"> • 3Q24 reflected \$2.7M reduced debit card interchange fees in banking services due to implementation of Durbin, \$2.1 million lower MSR valuation in mortgage banking revenues due to lower long-term rates; and \$0.3M from the acquisition of servicing rights of a \$1.7B PR residential mortgage loan portfolio
Other Income	0.6	0.4	0.2	
Total Non-Interest Expenses	91.6	93.0	1.4	<ul style="list-style-type: none"> • 3Q24 included \$2.3M credit and debit card processing business contract renewal rebate and \$1.3M expense related to sales of repossessed assets
Income Tax Expense	14.8	20.1	5.3	<ul style="list-style-type: none"> • 3Q24 ETR of 23.9% vs. 28.2% in 2Q24 • 3Q24 reflected expected full year ETR of 26.8% & discrete benefits of \$3M related to stock vested in 1Q24 and tax credit purchases
Net Income Available to Common Shareholders	\$47.0	\$51.1	-\$4.1	

Income Statement Highlights: 3Q24 vs. 3Q23

\$ in millions	3Q24	3Q23	Δ	Comment
Total Interest Income				
• Cash	\$8.4	\$9.0	-\$0.6	• 7% lower average balance & 1 bps lower yield
• Investment Securities	26.3	14.5	11.8	• 41% higher average balance & 90 bps higher yield
• Loans	154.4	142.1	12.3	• 6% higher average balance & 21 bps higher yield
Total Interest Expense				
• Core Deposits	37.0	19.5	-17.5	• 11% higher average balance & 63 bps higher rate, primarily reflecting \$1.2B in new indexed public deposits in 4Q23
• Deposit Intangible Amortization	1.1	1.3	0.2	
• Borrowings & Brokered Deposits	3.0	3.1	0.1	• 2% lower average balance & 7 bps lower rate
Total Provision for Credit Losses	21.4	16.4	-5.0	• 3Q24 reflected \$18.7M for increased loan volume; \$5.2M for annual update of auto risk drivers, consumer loan loss factors, and extension of cash flows in a PR commercial loan up for renewal; and \$2.7M reserve release due to improved U.S. macroeconomic perspective
Total Banking & Financial Service Revenues	26.3	30.4	-4.1	• 3Q24 reflected \$2.7M reduced debit card interchange fees in banking services due to implementation of Durbin, \$2.1 million lower MSR valuation in mortgage banking revenues due to lower long-term rates; and \$0.3M from the acquisition of servicing rights of a \$1.7B PR residential mortgage loan portfolio
Other Income	0.6	0.3	0.3	
Total Non-Interest Expenses	91.6	90.2	-1.4	• 3Q24 included \$2.3M credit and debit card processing business contract renewal rebate and \$1.3M expense related to sales of repossessed assets
Income Tax Expense	14.8	21.0	6.2	• 3Q24 ETR of 23.9% vs. 31.9% in 3Q23 • 3Q24 reflected expected full year ETR of 26.8% & discrete benefits of \$3M related to stock vested in 1Q24 and tax credit purchases
Net Income Available to Common Shareholders	\$47.0	\$44.9	\$2.1	

Thank you.

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